

CPA.com and Paychex  
**Partner Program**

CPA.com/Paychex | 877.264.2615

Enhance your  
advisory role.

Offer comprehensive HR, payroll and  
employee benefits services to clients  
with the Paychex Partner Program.



CPA.com™

**PAYCHEX®**

# Expand your advisory services across human capital management.

## Partnering with Paychex makes it possible.

Your clients are facing more compliance, regulatory and HR demands than ever before – and they will likely look to you for advisory support. The regulatory landscape today represents a major opportunity to offer clients a proven solution to administer their human capital management (HCM) functions, including HR, employee benefits and payroll. Developing a competency as your clients' HCM source can not only help them strengthen and grow their businesses, but can also enable you to expand your advisory role, potentially add more revenue, and differentiate yourself.

An AICPA- and CPA.com-vetted provider of best-in-class HCM services, Paychex is the smart choice for your clients and your firm.

“When seeking to expand beyond taxes to provide value-added services, many firms tend to gravitate toward payroll services or retirement planning. However, your deep understanding of your clients' overall businesses ideally positions you to take the next step of advising on an additional regulation-heavy area: human resources.”

### **Accounting Today**

“Why Accountants Must Be Prepared to Advise Clients on Human Resources,” 2017

## Help clients turn down the noise.

Business owners tend to share common concerns and challenges – revenue generation, regulatory compliance, attracting and retaining qualified talent, reducing tax liability, and managing employee benefits.

Keeping up with it all often requires more resources than most business owners can realistically allocate. With deep insight into each client's business, you are well-positioned to extend guidance in this arena.



# Explore the Paychex difference: One solution for your clients, one solution for your firm

Paychex's unmatched array of fully integrated and scalable client solutions helps you offer client support in all aspects of HCM, from hire to retire.



Recruiting and applicant tracking



Hiring and onboarding



HR information systems (HRIS)



Health insurance management



Benefits administration



Time and attendance



Payroll administration



Retirement services

## Human Resource Management

Provide your clients with a dedicated Paychex HR professional to help mitigate compliance risks, streamline administration and maximize employee engagement.

- HR consultation and assessments
- On-site management and employee training
- Recruiting and onboarding, including interview and termination support
- Safety and loss control consultation and OSHA-mandatory program development
- Other helpful tools – such as employee handbooks, job descriptions, a supervisor procedures manual, and state and federal labor posters

## Employee benefits

Ensure your clients receive guidance in areas such as:

- Payroll-integrated, financial-adviser-friendly retirement services – including 401(k), safe-harbor and profit-sharing plans – with open investment architecture, share class neutrality and fee transparency
- Health insurance plans, including medical, dental, vision, life and short- and long-term disability
- Premium-only plans (POP)
- Flexible spending accounts (FSA)
- Employee assistance programs (EAP) and employee discount programs
- COBRA administration

## Payroll

Flexible payroll solutions assist your clients with complex, time-consuming payroll tasks and related issues. Services include:

- Payroll processing and tax filing
- Employee pay options: direct deposit, paper checks and paycards
- New-hire reporting, time and attendance tracking, and garnishment payments

## Other helpful services

include: property and casualty insurance, recruiting and much more.

# CPA.com and Paychex Partner Program

## Proven excellence in client service for over 45 years

- Over half of U.S. CPA firms are enrolled in the program
- 200k+ businesses referred by their CPA through this program
- 99.9% satisfaction guarantee rating

## A win for you, a win for your clients

Enroll in the Paychex Partner Program at no cost or obligation. When you do, you'll have the product solutions and dedicated service you need to exceed client expectations. Available only through your referral, your clients receive:

- One month of free payroll, HR and retirement services
- Six-month, money-back satisfaction guarantee on payroll and retirement services\*

\*Restrictions may apply

### Encourage your clients to discover Paychex.

The complexity and risk of managing human capital will only continue to intensify. Consider partnering with the industry-leading experts at Paychex to help reduce your clients' HR, payroll and other HCM burdens. They'll be glad you did — and our money-back guarantee assures it.

Call 877.264.2615 or learn more at  
[CPA.com/Paychex](https://CPA.com/Paychex)  
The power of smart business.



**PAYCHEX**<sup>®</sup>